



BUYING A NEW
HOME

with Emily Parker

ABOUT ME



I Love What I Do!

No, really! Being a Real Estate Agent has always been my goal. I am so happy to say that I have been a Realtor in the industry for quite a bit of time (10 years+), and every single day is an adventure. If you're looking for a Real Estate Agent that cares about you, I'd love help.

Hobbies!

Firstly, I am a Jesus loving mama of 2 teen boys! I am an avid gym junkie who loves to lift heavy things! I enjoy playing in my gardens...even in the winter months. My most favorite hobby is picking up my paintbrush and getting creative. I also enjoy hiking and camping!



MY COMMITMENT TO YOU

01

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GETTING YOU IN THE DOOR

We will narrow down the homes that fit your unique wants and needs get you in the door! Looking at dozens of homes every week, I can help you identify potential problems within a home.

02

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HANDLING CHALLENGING CONVERSATIONS

When repairs or changes in price need to be made, I will be your guide and handle requesting any repairs or changes in price to the sellers.

03

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STAYING ON TOP OF THE PAPERWORK

Buying a home involves many types of documentation. I have the experience and knowledge to navigate real estate contracts. Ensuring that nothing is overlooked and that you truly understand what a paper means before ever signing.

04

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NEIGHBORHOOD EXPERT

Working daily in neighborhoods with inspectors, contractors, and negotiating with sellers, I have the market knowledge you need to get the best results from your purchase. Understanding the local real estate market can go a long way when it comes time to make an offer on a house.

05

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PROBLEM SOLVER

I will work hard to protect all of your interests and take on any issues that may arise throughout the entire process. Hopefully making buying a home a fun and stress-free process.

Emily Parker



Realtor, SFS, ABR

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STEPS TO BUYING A NEW HOME

STAGE 1 – PREP WORK

- DECIDE WHAT TYPE OF MORTGAGE IS RIGHT FOR YOU
- GET PREAPPROVED FOR A MORTGAGE
- CALCULATE HOW MUCH YOU CAN AFFORD ON A HOUSE
- SAVE FOR A DOWN PAYMENT AND CLOSING COSTS

STAGE 2 – THE SEARCH

- CREATE A WISH LIST
- DOCUMENTING YOUR VISIT
- START TOURING HOMES

STAGE 3 – UNDER CONTRACT & CLOSING

- MAKE AN OFFER
- FINALIZE MORTGAGE
- GET HOMEOWNERS INSURANCE
- ATTEND THE HOME INSPECTION
- HAVE THE HOME APPRAISED
- NEGOTIATE ANY REPAIRS OR CREDITS
- CLOSE ON YOUR NEW HOME!

GET PREAPPROVED FOR A MORTGAGE

When you're ready to start house hunting, it's time to get preapproved for a mortgage. When you apply, your lender will give you a preapproval letter that states how much you're approved for based on your credit, assets, and income. You can show your preapproval letter to your real estate agent so they can help you find homes within your budget.

To get preapproved, you need to apply with your lender. The preapproval process typically involves answering some questions about your income, your assets, and the home you want to buy.

Pre-approvals are a dress rehearsal for your mortgage and are necessary to make a serious offer on a home. They typically expire after 90 days and can be refreshed if you don't find the home you're looking for in that time.

Know that pre-approvals don't guarantee your mortgage approval or interest rate. After you're pre-approved, avoid opening new credit lines or making large debt payments that can impact your FICO score.

Working with a lender to get preapproved for a mortgage is an important step in accurately determining your budget. A mortgage preapproval will give you real numbers since the lender will have detailed info about your finances. That includes a hard inquiry, which will show up on your credit report. The good news: If you apply with multiple lenders around the same time, it'll only count as one hard pull.

SAVE FOR A DOWN PAYMENT AND CLOSING COSTS

DOWN PAYMENT

Your down payment is a large, one-time payment toward the purchase of a home. Many lenders require a down payment because it mitigates the loss they might suffer in the event that a borrower defaults on their mortgage.

Fortunately, there are many options for buyers who can't afford a 20% down payment. For example, you can get a conventional loan for as little as 3% down. Federal Housing Administration (FHA) loans have a minimum down payment of 3.5%. Department of Veterans Affairs (VA) loans and United States Department of Agriculture (USDA) loans even allow eligible and qualified borrowers to put 0% down.

There are advantages to making a larger down payment. For one, it typically means you'll have more mortgage options. It also usually means you'll have a smaller monthly payment and a lower interest rate. Plus, if you put at least 20% down on a conventional loan, you won't need to pay for private mortgage insurance (PMI).

CLOSING COSTS

You'll also need to save money to cover closing costs – the fees you pay to get the loan. There are many variables that go into determining how much you'll pay for closing costs, but it's usually smart to prepare for 3 – 6% of the home value. This means that if you're buying a home worth \$200,000, you might pay \$6,000 – \$12,000 in closing costs.

The specific closing costs will depend on your loan type, your lender, and where you live. Almost all homeowners will pay for things like appraisal fees and title insurance. If you take out a government-backed loan, you'll typically need to pay an insurance premium or funding fee upfront.

IMPORTANT!

Before you close on your loan, your lender will give you a document called a Closing Disclosure, which lists each of the closing costs you need to cover and how much you'll need to pay at closing. Look over your Closing Disclosure carefully before you close to know what to expect and to catch any errors.

THE BASICS

What price range would you consider?

No less than \$_____ but no more than \$_____

Are schools a factor and, if so, what do you need to take into consideration (e.g., want specific school system, want kids to be able to walk to school, etc.)?

Do you want an older home or a newer home (less than 5 years old)? ___yes ___no

How much renovation would you be willing to do?

___A lot ___A little ___None!

What kind of houses would you be willing to see?

___One story ___2 story
___split level ___bi-level
___townhouse ___condo
___New construction ___Ranch

What style house appeals to you most?

___contemporary ___traditional
____tudor ____colonial
____modern ____no preference

Do you have any physical needs that must be met, such as wheelchair access?

____yes ____no

STAGE TWO : THE SEARCH

THE INTERIOR

How many bedrooms must you have? _____ would you like to have? _____

How many bathrooms do you want? _____

How big would you like your house to be (square feet)?

No less than _____ But no more than _____

What features do you want to have in your house?

	NEED	WANT
Carpet	_____	_____
Ceramic tile	_____	_____
Hardwood floors	_____	_____
Eat-in kitchen	_____	_____
Separate dining room	_____	_____
Formal living room	_____	_____
Family room	_____	_____
Basement	_____	_____
Separate laundry room	_____	_____
Fireplace	_____	_____
Master on the main	_____	_____

STAGE TWO : THE SEARCH

THE LOT

	NEED	WANT
Large yard (1 acre or more)	_____	_____
Small yard (less than 1 acre)	_____	_____
Fenced yard	_____	_____
1 Car Garage	_____	_____
2 Car Garage	_____	_____
3 Car Garage	_____	_____
4+ Car Garage	_____	_____
Extra parking	_____	_____
Patio/deck	_____	_____
Pool	_____	_____
Outdoor spa	_____	_____
Outdoor Kitchen	_____	_____
Other buildings	_____	_____
Special view Of what?	_____	_____

STAGE TWO : THE SEARCH

Address: _____

Date Viewed: _____ Time of day: _____

Home Score: 1 2 3 4 5 6 7 8 9 10

LOCATION

- The home is in our desired neighborhood and/or area
- The home is in our desired school district
- We like the parks and recreational options close by
- The home is within our determined work radius.

EXTERIOR DETAILS

- The exterior is in good condition & is as updated as we want/need
- We like the look and design of the exterior of the home
- We like the landscape and it is what we want/need.
- The backyard will work for us and is what we want/need

INTERIOR DETAILS

- The home has the number of bedrooms we want/need
- The home has the number of bathrooms we want/need
- The home is as updated as we want
- The home has the square feet we want/need

MAKE COPIES OF THIS TO USE AT EACH HOME YOU TOUR.

STAGE THREE : UNDER CONTRACT

WHAT IS INCLUDED IN AN OFFER:

A written offer may contain these elements, among others:

- **Address:** The home's legal address, and the legal property description.
- **Price:** Details regarding the purchase price and terms.
- **Due Diligence:** This is NON-REFUNDABLE if you terminate the contract. This money DOES come off the top at closing if you purchase the home.
- **Earnest money:** The amount and terms regarding the earnest money, including its disposition upon the acceptance of the offer.
- **Closing costs:** Details regarding which party will pay closing costs or other fees.
- **A projected loan closing date:** This is typically 30 to 60 days, though how long your lender's underwriting process takes can be the deciding factor here.
- **Contingencies:** Any contingencies that the deal is subject to (more on these in the next section).
- **Disclosures:** Other state-required provisions or disclosures.

STAGE THREE : UNDER CONTRACT

THE OFFER PROCESS



You can negotiate back and forth as many times as needed until you reach an agreement or someone chooses to walk away.

Accept the offer

Accept the offer

Congrats you're under contract

Your ability to negotiate can hinge on what kind of market you're facing. In a strong seller's market, it can be difficult to get concessions, since the seller can simply go to their next offer. But if it's an issue that will come up with any buyer – for example, a necessary repair that will get flagged by any home inspector – you may still have leverage.

ASKING FOR A CREDIT AT CLOSING RATHER THAN FOR THE SELLER TO COMPLETE NEEDED REPAIRS CAN HELP KEEP THE TRANSACTION MOVING. THE SELLER SIMPLY REBATES YOU AN AGREED-UPON AMOUNT FOR SPECIFIC IMPROVEMENTS. THAT CAN SAVE YOU A BIT OF CASH AT CLOSING, PLUS HANDLING THE REPAIRS YOURSELF (WHETHER DIY OR WITH A PRO) ENSURES THE WORK WILL BE DONE TO YOUR SATISFACTION.

STAGE THREE : UNDER CONTRACT

CLOSING DAY

CLOSING DAY

Closing is when you sign ownership and insurance paperwork and you receive your new home's keys!

Typically, closing takes four to six weeks. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

FINAL WALK-THROUGH

We will do a final walk of the home within 24 hours of closing to check the property's condition. This final inspection takes about an hour. We will make sure any repair work that the seller agreed to make has been done.

We will be sure to:

- Make sure all appliances are working properly
- Run the water in all the faucets and check for any possible leaks
- Open and close garage doors with opener
 - Flush toilets
- Run the garbage disposal and exhaust fans

CLOSING TABLE

Who will be there:

- Your agent
- The seller
- The seller's agent
- Your loan officer

BRING TO CLOSING

- Government-issued photo ID

RECEIVE YOUR KEYS

Congratulations! It was a lot of hard work but you are now officially homeowners!! Time to throw a party and get to know your new neighbors!

TESTIMONIES

“YOU WON'T FIND A BETTER PERSON. EMILY IS NOT ONLY GREAT AT WHAT SHE DOES BUT SHE IS FAMILY. SHE IS A BULLDOG FOR A BUYER AND A WARRIOR FOR A SELLER. SHE WILL GET YOU THE BEST PRICE PERIOD. 100/10 RECOMMEND AND HOPE TO DO BUSINESS WITH HER IN THE FUTURE!”



THE HARGRAVES

“EMILY IS ONE OF THE BEST, SHE IS TRULY SO HONEST AND WANTS THE BEST FOR HER CLIENTS, SHE BECAME A LIFETIME FRIEND TO US IN THE PROCESS AND WE ARE SO GRATEFUL AND THANKFUL FOR HER AND ALL SHE DONE FOR US IN THE PAST SEVERAL YEARS OF LOOKING BEFORE WE FOUND THE ONE, SHE WAS SO PATIENT WITH US AND WE APPRECIATE ALL HER HARD WORK. YOU WON'T REGRET WORKING WITH HER WE CAN PROMISE YOU THAT!”



THE FREEMANS

“IF YOU ARE LOOKING FOR A DEDICATED, COMPETENT REALTOR WHO WILL WORK HARD TO FIND YOUR DREAM HOME OR SELL YOUR EXISTING HOME, EMILY PARKER IS YOUR GIRL. EMILY LISTED AND HAD OUR HOUSE UNDER CONTRACT WITHIN 48 HOURS OF LISTING AND ALSO FOUND US OUR NEW HOME AND HAD US UNDER CONTRACT WITHIN 24 HOURS. SHE IS VERY KNOWLEDGEABLE OF ALL THINGS REAL ESTATE AND WILL WORK HARD FOR YOU TO GET YOUR DESIRED END RESULT. IF YOU ARE LOOKING TO SELL, LET HER LIST FOR YOU. IF YOU ARE BUYING, SHE CAN HELP FIND WHAT YOU NEED.”



THE HAWKS